

Message Text

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ACTION NEA-10

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DEPT PASS USBURMINES

E.O. 11652: NA
TAGS: BTRA, BTIO, EMIN, BEXP, IN
SUBJECT: MAJOR TRADE OPPORTUNITY: U.S. VISIT BY INDIAN OFFICIALS
TO BUY FERROUS SCRAP

REF: CALCUTTA 0375

1. AS REPORTED IN REFTTEL, IN THE NEXT SIX MONTHS INDIA
WILL NEED TO IMPORT ABOUT 2000,000 TONS OF FERROUS SCRAP,
VALUED MORE THAN \$15 MILLION, TO MEET REQUIREMENTS OF
LOCAL MINI STEEL MILLS OR ELECTRIC FURNACE UNITS.
INDIAN OFFICIALS ARE TRYING TO LOCATE FOREIGN SUPPLIERS
OF FRAGMENTISED, SHREDDED AND HEAVY MELTING SCRAP. WE
UNDERSTAND THAT A FEW FIRMS FROM UK, USA, AND JAPAN HAVE
OFFERED TO SUPPLY SCRAP. GOI STEEL OFFICIALS AND LOCAL
END-USERS INTEND, HOWEVER, TO MAKE A SPOT ASSESSMENT OF
SCRAP SUPPLY IN DIFFERENT COUNTRIES TO DETERMINE SUITABLE
SOURCES OF FOREIGN SUPPLY. A SEVEN-MEMBER INDIAN
TEAM LED BY REPRESENTATIVES OF TWO OFFICIAL
AGENCIES, IRON AND STEEL CONTROLLED (ICS) AND
METAL SCRAP TRADE CORP. LTD. (MSTC) WILL DEPART
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FOR A THREE-WEEK FOREIGN TOUR BEGINNING MAY 9, 1978.
THE TEAM WILL VISIT THREE COUNTRIES, UK, USA, AND
JAPAN TO CONTACT EXPORTERS OF FERROUS SCRAP AND
PLACE ORDERS, IF POSSIBLE, FOR IMMEDIATE IMPORT.

2. THE FOLLOWING ARE THE MEMBERS OF THE INDIA TEAM:
(1) RUP RAI, MANAGING DIRECTOR, MSTC, LEADER OF THE

TEAM:

(II) M.K. PRAMANIK, INDUSTRIAL ADVISER TO IRON AND
STEEL CONTROLLER: CALCUTTA;
(III) C.R. RATHI, CHAIRMAN, STEEL FURNACE ASSOCIATION
OF INDIA, NEW DELHI;
(IV) VINOD SHAH, MUKUND IRON AND STEEL WORKS LTD.,
BOMBAY:
(V) G.B. PANDE, COMMERCEIAL MANAGER, ALLOY STEELS
PLANT, DURGAPUR, WEST BENGAL;
(VI) S.N. AGARWAL, BHORUKA STEEL, BANGALORE: AND
(VII) MR. RAJAMANI, TAMILANDU INDUSTRIAL DEVELOPMENT
CORPORATION.

3. ACCORDING TO ONE LEADING MEMBER OF THE TEAM, THE
PERIOD OF THEIR STAY IN THE US, MAY 13 THROUGH MAY 24,
WILL BE THE LONGEST OF THE TEAM'S FOREIGN TOUR
PROGRAM AS THEY EXPECT TO BUY MELTING STEEL SCRAP
PRIMIRILY FROM US SUPPLIERS. TENTATIVE SCHEDULE
OF THE TEAM'S US TOUR IS GIVEN BELOW:

NEW YORK MAY 15-17

WASHINGTON DC MAY 18

HOUSTON OR NEW ORLEANS

MAY 19-20

LOS ANGELES MAY 21-22

SAN FRANCISCO MAY 23-24

USDOC WILL BE INFORMED OF CHANGES, IF ANY, IN THE
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US TOUR PROGRAM OF THE TEAM.

4. THE INDIAN TEAMS EXPECTS TO MEET, AMONG OTHERS,
THE REPS OF THE FOLLOWING AMERICAN FIRMSA T
THE PLACES INDICATED BELOW:

NEW YORK: (I) STEELMET EXPORT CO., (II) LURIA BRO-
THERS & CO. INC., (III) SCHIAVANE M. BONOMA CORP.

JERSEY CITY; (IV) HUGO NEU AND SON, INC., (V) PHILLIP
BROTHERS.

HOUSTON OR NEW ORLEANS: (I) FEDERATED METAL DIV.,
SMELTING AND REFINING CO., HOUSTON; (II) PROLER
INTERNATIONAL CORP. HOUSTON; (III) SOUTHERN SCRAP
METAL CO. LTD. NEW ORLEANS (VI) EDWARD LEVY METALS,
INC. NEW ORLEANS.

LOS ANGELES: (I) NATIONAL METAL AND STEEL CORP.,
TERMINAL ISLAND, CALIF, (II) HUGO NEU PROLER COR.,
T.I. CALIF.

SAN FRANCISCO: (I) NICOLAI JOFFE CORP. SAN
FRANCISCO; (II) PACIFIC TERMINALS, INC. OAKLAND.

5. THE INDIAN TEAM IS ALSO WILLING TO RECEIVE
ADDITIONAL OFFERS FOR SUPPLY OF SCRAP AND MEET

ANY AMERICAN SUPPLIER/EXPORTER OF SCRAP. ONE OF THE OFFICIAL MEMBERS OF THE INDIAN TEAM HAS REQUESTED US TO ALERT APPROPRIATE AMERICAN FIRMS AND CIRCULATE THE US TOUR PROGRAM OF THE INDIAN TEAM TO INTRESTED FIRMS.

6. THE INDIAN TEAM IS EXTREMELY INTRESTED IN CONTACTING LEADING MEMBERS OF THE INSTITUTE OF SCRAP IRON AND STEEL (ISIS) IN WASHINGTON, D.C. MR. PRAMANIK, A MEMBER OF THE TEAM, HAS REQUESTED OUR ASSISTANCE IN ARRANGING A MEETING WITH TOP OFFICIALS OF THE INSTITUTE ON MAY 18.

7. ACTION REQUESTED: USDOC IS REQUESTED TO ALERT UNCLASSIFIED

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DISTRICT COMMERCE OFFICES AND EXTEND ALL POSSIBLE ASSISTANCE WHICH THE INDIAN TEAM MAY BEED TO PROCURE FERROUS SCRAP FROM THE US MARKET.

8. INTRESTED AMERICAN SUPPLIERS OF SCRAP SHOULD BE ADVISED TO CONTACT THE INDIAN CONSULATE GENERAL IN NEW YORK FOR APPOINTMENTS WITH THE INDIAN TEAM.

9. POST WILL APPRECIATE COMMERCE ACTION IN MAKING CONTACT WITH INDIAN EMBASSY AND CONFIRMING, ASAP, THE REQUESTED MEETING WITH ISIS OFFICALS (TEL/ 298-7660) ON MAY 18.

10. USDOC MAY WISH TO TRANSMIT REQUEST FOR MEETINGS WITH THE INDIAN TEAM IN THE US FROM INTRESTED AMERICAN FIRMS, IF ANY, BEFORE THE OFFICIAL MEMBERS OF THE TEAM DEPART CALCUTTA ON MAY 8.
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